



# Results Presentation 1Q 2017

12th of May 2017

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CEO

TECNICAS REUNIDAS

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**Awards & Backlog**



1Q 2017 Financial Results

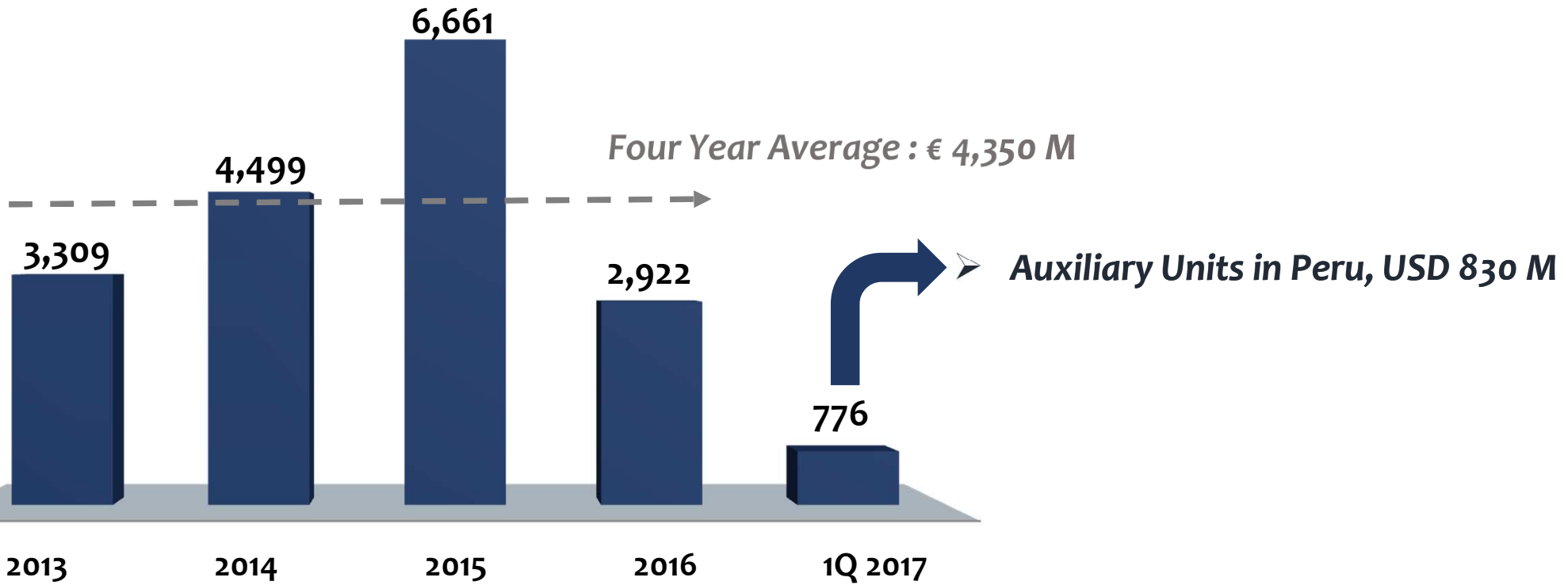


Outlook

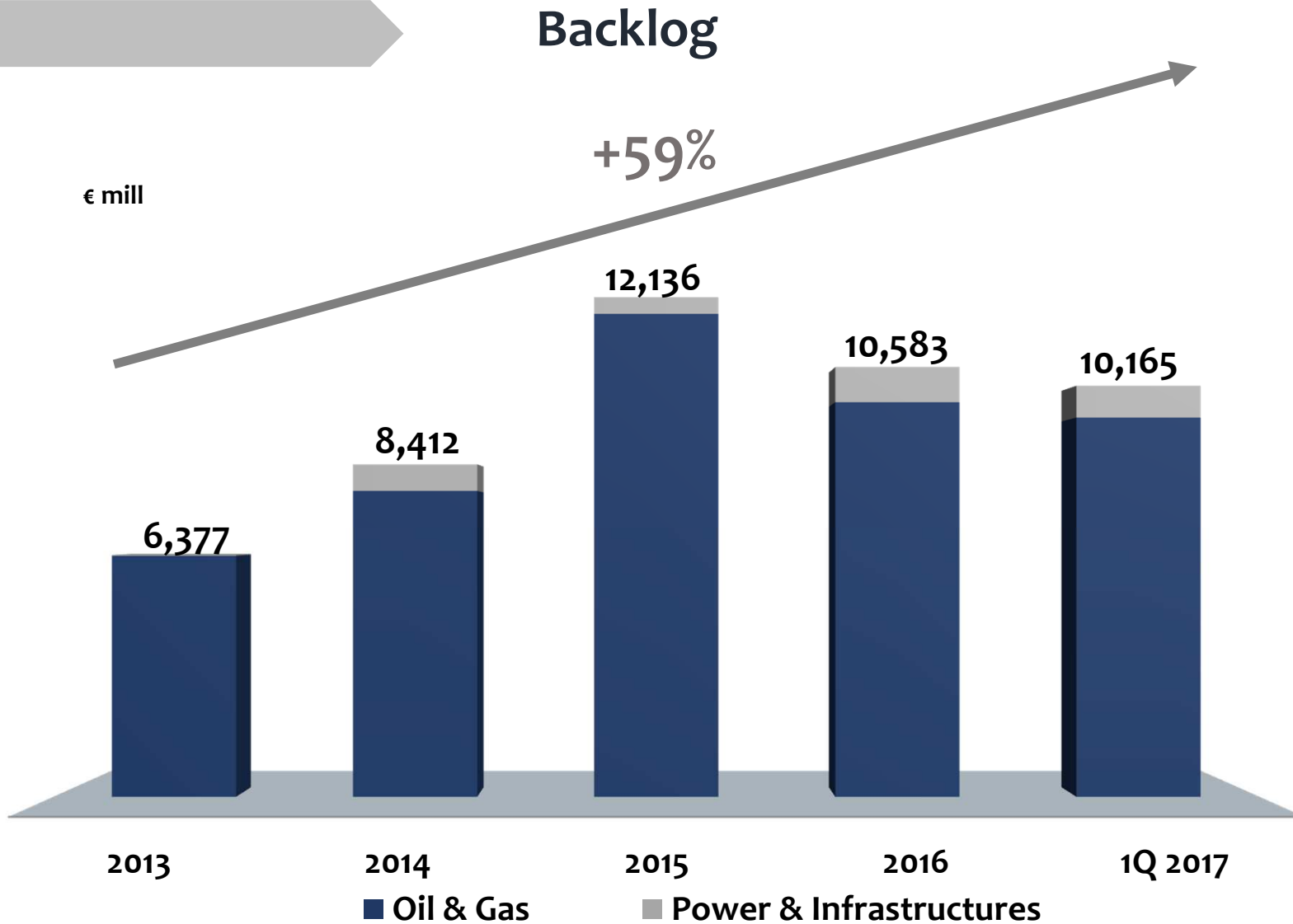
# Awards & Backlog

## Awards

€ mill



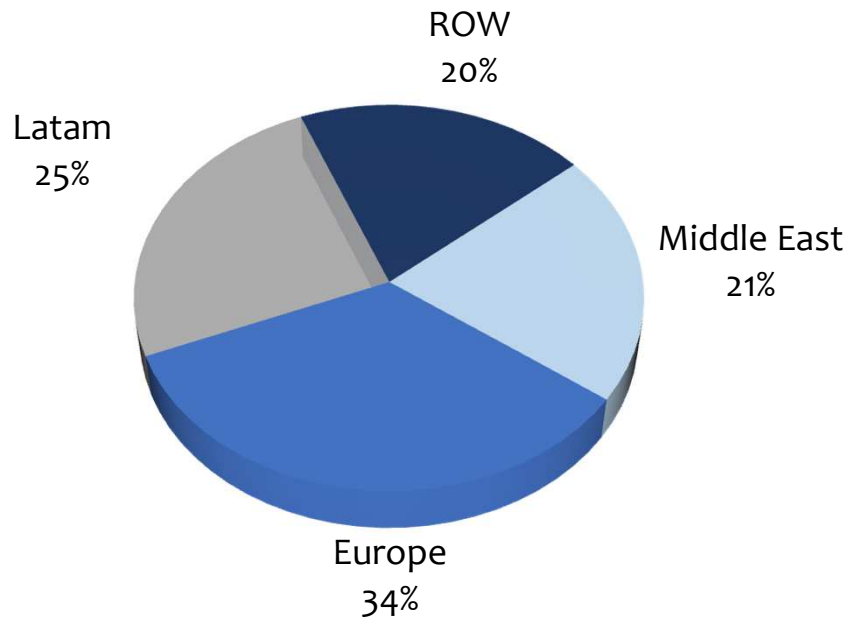
# Awards & Backlog



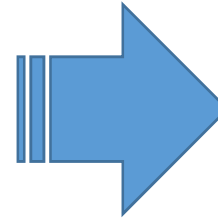
# Awards & Backlog

## Backlog Geographical Split

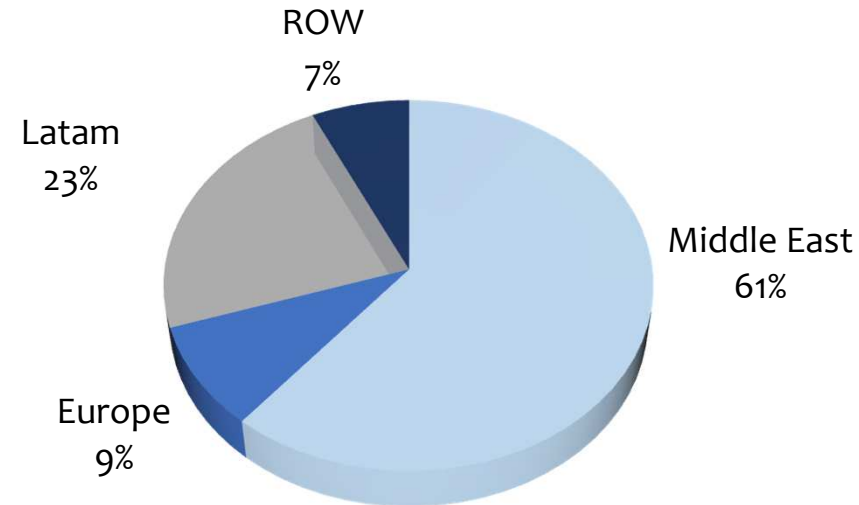
**FY 2013**



**€ 6,377 M**



**1Q 2017**



**€ 10,165 M**

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Awards & Backlog



**1Q 2017 Financial Results**



Outlook

# 1Q 2017 Financial Results



## Profit and Loss Account

€ Million	1Q 2017	1Q 2016	Var.	2016
Revenues	1,387.7	1,051.3	32.0%	4,792.6
EBITDA	60.7	47.1	28.8%	211.0
EBIT	55.5	42.2	31.7%	191.9
Margin	4.0%	4.0%		4.0%
Net Financial Results	-2.8	0.2		4.0
Profit Before Taxes	51.8	40.9	26.9%	193.4
Taxes	-15.0	-10.6		-53.2
Net Profit from continuing operations	36.8	30.2	21.8%	140.2

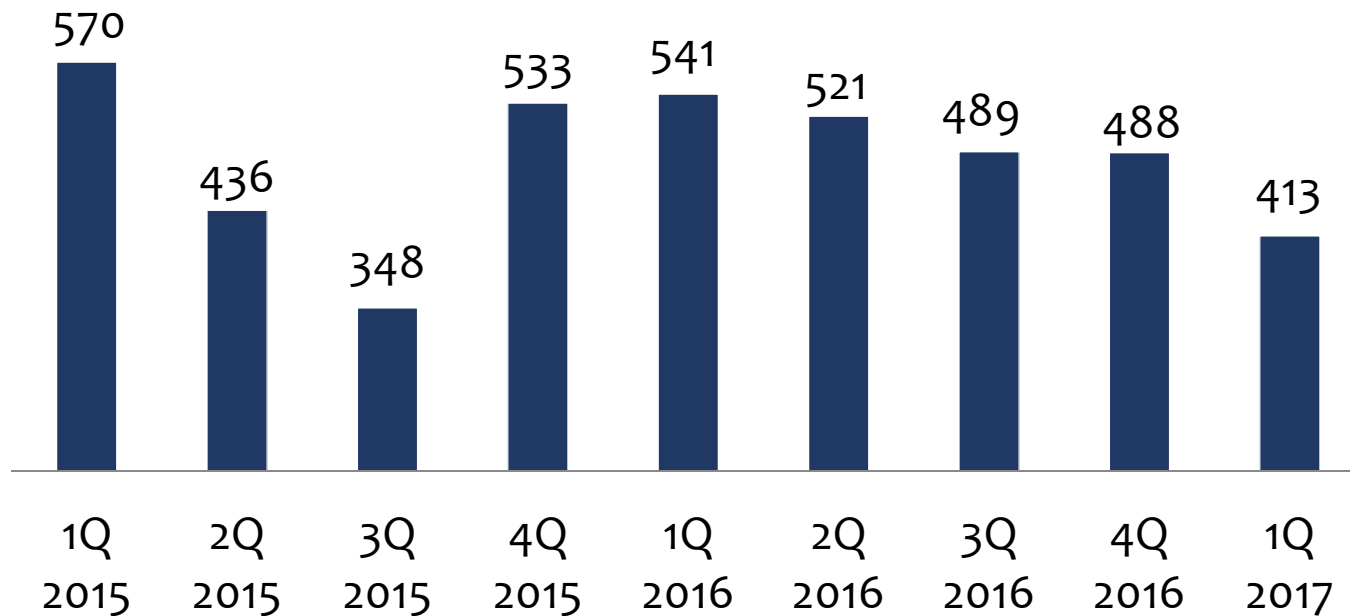
# 1Q 2017 Financial Results

## Net Cash Position and Dividends

- 1Q 2017 Net cash position: € 413 million
- 2016 Dividend proposal: € 75 million

€ mill

### Net Cash Position





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Awards & Backlog



1Q 2017 Financial Results



**Outlook**

## Positive outlook for 2017

- Consolidation of growth stage
- Successful execution, with
  - Efficiency and risk control
  - Cash discipline
  - Stable margins for 2017

## Opportunities

- Continuous flow of investments in the Middle East and increasing activity in other regions
- Solid long term investment drivers: Great opportunities in key downstream and gas projects
- Excellence in execution allows us to opt for important international tenders

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